

Asia Wade

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Summary

Hard working professional experienced in assessing material needs and estimating costs for building and renovation construction projects. Dedicated problem solver who successfully manages multiple priorities with a positive attitude and cheerful demeanor. Versed in Salesforce CRM, Cabinets 2020, Paradigm Omni Designer, Microsoft Office and Monday.

Skills

Direct Sales | Product Knowledge | Logistics Management | Vendor Sourcing | Document Management
Project Estimation | Blueprint Reading | Design consultation | Brand Awareness
Preconstruction Planning

Professional Experience

Lowe's , Bloomfield, CT — *Pro Sales Specialist*

MARCH 2022 - DECEMBER 2023

- Managed a diverse client portfolio, ensuring timely follow-up and proactive communication for maximum account retention which in resulted in becoming a Million Dollar Sales Specialist.
- Identified opportunities for upselling and cross-selling within existing accounts, generating additional revenue streams.
- Organized industry events as a company representative, establishing valuable connections with Vendors/Suppliers and promoting our products effectively to the consumer.
- Successfully managed multiple projects simultaneously by prioritizing tasks according to urgency, resource availability, and alignment with individual customer goals.
- Planned, designed, and scheduled phases of product accrual for large projects.
- Enhanced client satisfaction with detailed breakdowns of project costs and timelines by thoroughly reviewing proposals, blueprints, and city specifications.
- Reduced discrepancies in project estimates by collaborating closely with contractors, vendors, and clients.
- Implemented new organizational strategies to strengthen filing systems in order to ensure easy accessibility and more efficient customer service.
- Developed and maintained database of cost information and Inventory to use most up-to-date and relevant data in estimates.

Taberna Tapas, Durham, NC — *Bar Manager*

JULY 2014-SEPTEMBER 2021**

- Enhanced team productivity through effective scheduling and task delegation.
- Developed strong relationships with suppliers, negotiating favorable terms and pricing.
- Closed out cash register and prepared cashier report at close of business.
- Increased revenue with creative marketing initiatives and promotional events.
- Resolved staff member conflicts, actively listening to concerns and finding appropriate middle ground.
- Maintained professional, organized, and safe environment for employees and patrons.
- Controlled costs to keep business operating within budget and increase profits.

Education

High School Diploma | Thomas Stone High School | Waldorf, MD

